May 23, 2016

Planning Commissioners c/o County Planning Department via email to rhedges@co.slo.ca.us

RE: Kiler Ridge Olive Farm, DRC2013-00096 Response to staff's comments

Dear Commissioners,

Please find attached:

- 1. A response to staff's comments regarding operating hours for Kiler Ridge
- 2. Detailed analysis of the similarities between producing olive oil and producing wine
- 3. Discussion on the Land Use Ordinance requirements, the Agricultural Commissioner's referral response and the Agricultural and Economic Elements' applicable polices
- 4. Explanation of APCD's condition # 27
- 5. Discussion on "Events" and proposed activities

If you have any questions or concerns, please contact me at 805-801-0453 or planningsolutions@charter.net

Thank you,

Pamela Jardini Planning Solutions May 21, 2016

Planning Commissioners c/o County Planning and Building Department via email

RE: Operating hours for Kiler Ridge Olive Farm's tasting room and limited food service restaurant, DRC2013-0096

Dear Commissioners,

The Planning Department recommended limiting the hours of operation for Kiler Ridge Olive Farm's tasting room and the limited food service restaurant to 3 days a week from 11 a.m. to 5 p.m. The staff report prepared for the February 11, 2016 Planning Commission hearing contains staff's reason for their recommendation. Staff states in their report the following:

On site agricultural production of olive milling is very limited due to the short milling season. Therefore, it is staff opinion that the tasting room/restaurant/limited food service facility will become the visitor serving use on site. Staff is in full support of the agricultural processing of olives but is not in support of a restaurant/limited food service facility use which is larger than allowed by the ordinance with extended hours. Staff would however support a very limited tasting room/restaurant/limited food service facility with limited size and hours of operation. We would support 3 days per week and limited operating hours from 11 a.m. to 5 p.m.

Additionally, Mr. Bill Robeson, Deputy Director, stated at the hearing on March 24, 2016 that staff's recommendation for these limited hours was generated by an analysis of the difference between the wine industry and the olive oil industry. No written analysis was included in staff's report. However, Mr. Robeson stated:

"She [the applicant's agent] mentioned olive oil processing was the same as wine processing and that this was not true either. Wine processing is throughout the year – it is a constant process while olive oil processing is not. Aging and barreling and all types of activities go with wine. So for us [Planning staff] to make the determination that the restaurant [Kiler Ridge's limited food service restaurant] and all the activities are still incidental is very difficult to make because there is a finite period of time for the harvest and processing time for olive oil to take place versus a year round production with wine and that these are the type of things we [Planning staff] consider." (Audio of the March 24, 2016 hearing at 6:20:00 to 6:22:59 approximately)

Staff's determination that "wine processing is throughout the year – it is a constant process while olive oil processing is not" is counterfactual. Producing olive oil is a year-round process; the year-round management of the orchard operations was specifically addressed by Ms. Audrey Burnam at the hearing on March 24 and by public testimony at both previous hearings. Staff's concern that the tasting room and the limited food service restaurant will become the visitor serving use on-site is unsubstantiated.

Staff stated that "it was very difficult to make a determination" that the tasting room and the limited food service restaurant are incidental to the existing milling and orchard operations on-site yet they did make a determination. Their recommendation is contrary to the Agricultural Commissioner's referral response and contrary to their Mitigating Negative Declaration.

The following short summary comparing the two agricultural processes attest that creating olive oil is a year round process just like wine-making and it should be afforded all the retail and tasting opportunities as the wine industry.

A detailed comparison analysis of the two industry's processes follows this short comparison summary and includes a snapshot of Kiler Ridge's year round farming activities.

Short Comparison Summary

Kiler Ridge's harvest time is from October through January (A. Burnam, personal communication, August 2013) Harvest time for grapes is typically from late August through October (ww.winefolly.com) The majority of Northern Hemisphere harvesting occurs in late August to early October with some late harvest wine grapes being harvested throughout the autumn (www.en.wikipedia.org) The harvest time for grapes and olives is approximately the same – four months.

After harvest, olives are milled and grapes are crushed; both these activities occur immediately after harvest (www.oliveoilsource.com) (www.winefolly.com).

After olives are milled, the oil must rest in stainless steel tanks for several months before being racked and filtered. Racking separates the sediment from the olive oil (www.oliveoilsource.com). For making wine, yeast is added to the juice from the grapes to encourage fermentation and then the wine is aged between several months to years in barrels or tanks (www.winefolly.com).

Both fruits, olives and grapes, can be blended or kept as a single varietal (en.wikipedia.org). For olive oil, blending occurs from December through August [Burnam. A. (2016, April 10) email interview]. Both industries bottle and label their product. However, olive oil is bottled year round because storage in tanks preserves the quality of the oil better than in bottles (ibid).

In addition to the process of making olive oil or wine, there is the on-going management of the orchards or vineyards in both industries. Both industries require pest, weed, and disease management (www.uky.edu) (www.oliveoilsource.com). The olive trees and the grape vines must be pruned and their irrigation system repaired and maintained. Soils must be tested to diagnose nutrient problems and corrective actions taken.

Both industries must market their product throughout the year to remain economically viable. Both industries must adhere to their business plan to meet their short term obligations (liquidity) and remain financially solvent (long term obligations) (J. Aiken, personal communication, May 20, 2016) [Burnam. A. (2016, May 22) email interview]

Additionally, Kiler Ridge Olive Farm offers workshops on racking, pruning and olive fly control for local growers throughout the year [Burnam. A. (2016, April 10) email interview].

Conclusion

Producing olive oil is a year-round process. The tasting room and the limited food service restaurant activities are incidental to the existing milling and orchard operations on-site. Agricultural facilities that produce olive oil should be afforded the same tasting and retail sales opportunities as the wine industry.

The Land Use Ordinance does not restrict tasting room hours for wineries. We are requesting that the tasting room be open 5 days a week from 11 am to 6 pm. The Land Use Ordinance limits retail sales hours for the restaurant from 7 am to 9 pm daily. We are requesting hours from 11 am to 6 pm five days a week and from 6 pm to 9 pm two nights a week.

Cited References

Olive

www.oliveoilsource.com

Audrey Burnam - owners of Kiler Ridge Olive Farm

Grapes

www.winefolly.com

www.uky.edu

www.en.wikipedia.org

Joel Aiken, winemaker for Beaulieu Vineyard (BV) wines for 27 years and currently winemaker for Aiken wines

References

Olive

www.olivecenter.ucdavis.edu

Grapes

www.grapegrowingguide.com www.wineintro.com

<u>Detailed analysis of the similarities between</u> <u>producing Olive Oil and producing Wine</u>

Although there is a distinction between olive oil and wine, the process of making both products is similar. Both fruits require sites with specific amenities to establish a viable crop. Both fruits require on-going vineyard management for continued successful crop production. Both fruits have a harvest time, milling or crushing process, racking and filtering stage for olives and a fermentation and aging process for grapes and an optional blending process. The end process of both industries includes bottling and labeling. Most importantly, both industries must develop and adhere to a business plan.

Site Selection

Site selection of where to plant an olive orchard or a vineyard is critical because it will affect the yields and profitability of the fruit for the life of the orchard or vineyard. Climate, soil type and proximity to crop hazards (pest sources, run-off issues, vectors such as wild pigs, gophers and ground squirrels) are three aspects that affect both fruits when selecting a site.

Orchard or Vineyard Establishment

Both fruits require soil and water analysis, soil preparation, selection of tree or vine variety and installation of irrigations systems. The land must be leveled, tilled or ripped, and the orchard or vineyard designed so that the plants utilize the space efficiently and maximize sun exposure.

Orchard or Vineyard Management

Various agricultural practices are involved in the on-going management of an established orchard or vineyard. Both fruits require yearly pruning and constant pest, weed and disease control. The soil must be tested in order to diagnose and treat nutrient and soil problems with fertilizers. Both fruits can be damaged or killed at low temperatures so frost protection technology is utilized.

Harvesting Time

When to pick the fruit, olives or grapes, is critical because it makes a difference as far as yield, organoleptic characteristics, shelf life and color. Grapes have a slightly narrower harvest window than olives. However, the picking crew and equipment must be ready when it is time to pick for each fruit.

Milling or Crushing Process

After harvest, the nest step in olive oil production is milling and the next step in wine making is the crush.

Milling is the process of taking olives and extracting the olive oil. The extraction process includes cleaning the olives, grinding the olives into paste, malaxing the paste, and separating the oil from the vegetable and water solids.

Crushing is the process of removing the stems from the grape clusters and lightly crushing the grapes. Once crushed, white grapes are transferred to a press that extracts the juice and leaves behind the grape skins. The pure juice from the white wine grapes is then transferred into tanks where sediment settles to the bottom of the tank. Red wine grapes are also destemmed and slightly crushed. The difference is that the red grapes along with their skins go straight into a vat to start fermentation.

Racking and Filtering or Fermentation and Aging Process

Olives

Racking completes the production of olive oil. Racking separates any sediment remaining after the extraction process; the oil is pumped from the top into a clean container leaving the sediment at

the bottom. This is necessary to retain the highest level of quality in the olive oil. The oil must rest for several months prior to racking.

Some olive oil producers filter olive oil to achieve particular flavor characteristics. Filtering occurs immediately after extraction.

Grapes

Fermentation occurs when the sugar is converted into alcohol. This stage mainly includes adding yeast to the vats. Carbon dioxide is released during the fermentation of red wines and the winemakers must "punch down" or "cap" several times a day to keep the skins in contact with the juice. Red wine grapes are pressed after fermentation is complete.

There are many choices when determining how long to age the wine. Wine can be age for several months or years. It can be aged in stainless steel tanks or oak barrels. The oak barrels can be new or used barrels, or American versus French barrels. These choices determined by the winemaker affect the flavor and intensity of the wine.

Blending

Although some producers of olive oil and wine choose to bottle single varietal oils or grapes, both fruits can be blended from different varietals. There is both an art and science to blending oils or grapes.

Bottling and Labeling

For both olive oil production and wine production, bottling includes choosing a bottle's size and shape, choosing a closure such as screw top or cork top and deciding on a finishing touch such as foil capsule or a wax finish.

Producers of olive oil and wine need to create labels that are informative, artistic and include the legal requirements as enforced by the U.S. Food and Drug Administration. The label is designed by a graphic artist and applied on the bottles with an adhesive that will not fail during distribution.

Marketing and Business Plan

Both industries market their products year round; this is necessary to remain economically viable. Marketing includes but is not limited to the following 1) on-site tasting rooms and related retail sales 2) club member sales 3) exposure at local and national competitions 4) recognition through receiving an award at a competition 5) paid advertisement 6) word-of-mouth referrals and 7) both wineries and olive oil producers host industry parties and attend other companies' industry parties to foster relationships with hotels, B&Bs, restaurants, wineries, olive oil producers, walnut producers, lavender producers etc.

Both industries require a solid business plan that encompasses the timetable for going from research to retail sales. Both industries must know if they have enough capital to survive from planting the crop until they are able to sell their product. Market prices, equipment costs, competitor analysis, short and long term financial considerations, marketing, distribution and sales forecast are all aspects both industries must address to be successful and maintain long term viability.

Snapshot of Kiler Ridge Olive Farm's Production Activities

- October through January
 - Harvest olives
 - Milling of on-site and off-site olives (olives must be milled within 24 hours of harvest to meet extra virgin standards
- October through April
 - Pre-racking period to clarify oil
- December through August
 - o Blending or infusion of oil several times during this period
- December through January
 - Plant cover crop
- January through April
 - Dissemble and thoroughly clean all pieces of milling equipment and reassemble the equipment
- February through April
 - Racking of oil
 - Racking seminar for local olive oil producers
- February
 - Application of foliar boron a nutrient for the olive trees
- March
 - Pruning workshop for local growers
 - o Prune on-site olives through May
- March through July
 - Mow orchard floor
- May
 - Pruning of on-site olives continues
 - Olive fly control seminar for local growers
- May through October
 - Drip irrigation repair and maintenance
- May through November
 - Olive Fly monitoring (sticky traps) and control (GF-120 organic pesticide) applied biweekly
- June
 - Olive leaves sampled for nutrient testing
- August through October
 - Milling equipment maintenance and testing and repaired as needed
- Year-round activities
 - Storage of oil in stainless steel tanks free of oxygen and temperature controlled
 - Storage of bottles of oil
 - Bottling or labeling of oil because storage of oil in tanks preserves quality of oil better than storage in bottles
 - Compost using vermiculture methods
 - Fertigation (application of organic fertilizer and micronutrients through drip irrigation system) performed on a monthly basis year round
 - Application of compost several times during the year as needed
- Orchard floor tilling half of the orchard floor is tilled once every 5 years in late spring

May 22, 2016

Planning Commissioners c/o County Planning and Building Department via email to the planning commission secretary

RE: Kiler Ridge Olive Farm
Land Use Ordinance, Agricultural Commissioner's referral response,
Agricultural Element and the Economic Element

Dear Commissioners,

The following discussion on the Land Use Ordinance requirements, the Agricultural Commissioner's referral response and the main policies of the Agricultural and Economic Element supplement our position that this project should be granted tasting room and restaurant privileges as proposed.

Tasting Room Hours (94 sq. ft.)

- LUO The Land Use Ordinance does not establish tasting room hours.
- Requested We requested hours from 11 am to 6 pm seven days a week.
- Compromise We are proposing 5 days a week from 11 am to 6pm

<u>Limited Food Service Restaurant Hours (998 sq. ft.)</u>

- LUO the Land Use ordinance limits hours of operation from 7 am to 9 pm daily
- Requested We requested hours form 11 am to 6 pm seven days a week and from 6 pm to 9 pm during week nights.
- Compromise We are proposing 5 days a week from 11 am to 6pm and two nights a week from 6 pm to 9 pm (meaning lights out by 9 pm)

County Agriculture Commissioner's Support of Project

Projects submitted to the Planning Department are referred to the Agricultural Commissioner's office for review. They provide technical agricultural information, identify potential land use impacts and recommend appropriate mitigation to decision makers to protect agricultural resources and operations.

(www.slocounty.ca.gov/agcomm/Land Use/Program Overview.htm)

- The Agriculture Commissioner supported our original request for:
 - On-site and off-site milling of olives
 - Tasting Room hours from 11 am to 6 pm seven days a week
 - Limited Food Service Restaurant hours form 11 am to 6 pm 7 days a week and from 6 pm to 9 pm (without the lights out restriction).

The aim of the Agricultural Commissioner's review is to ensure the protection of agricultural resources and operations (ibid). The Agricultural Commissioner's office recognized that the daily farming operations of the olive orchard remained the primary purpose of the use of the land and that the tasting room and limited food service restaurant are incidental and subordinate to the farming operations.

Proposed Project's Compliance with the Agricultural Element (AG) and the Economic Element (EE)

The Agriculture Element establishes strategies for protecting and preserving productive agriculture in the county. The Economic Element is committed to ensuring economic vitality, and to identify strategies for retaining existing businesses and attracting new ones that provide employment for county residents.

(www.slocounty.ca.gov/Assets/PL/Ordinances/general-plan-guide.pdf)

AGP 6: Visitor Serving and Retail Commercial use Facilities

This policy recognizes the need for farmers and ranchers to diversify their on-site activities form production through the marketing of their agricultural products. The on-site promotion and marketing of local agricultural products is vital to the County's agricultural tourism efforts. Olive oil is a growing agricultural industry and its ability to thrive in this county relies heavily on direct consumer marketing through tasting room sales and restaurant sales.

The proposed project provides an olive oil tasting room and restaurant facility to its visitors. The tasting room and restaurant will remain incidental to the existing milling and orchard operations on-site. These uses will not interfere with the existing agricultural operation but will help promote and enhance existing operations and related agri-tourism.

Policy EE 2.2 Strategies to enable agriculture to remain economically viable
The intent of this policy is to allow supplemental small business activities that occupy a
small portion of the site that may help preserve an agricultural operation.

This project proposes a small tasting room and limited food service restaurant that are incidental to the olive orchards and olive milling activities. The restaurant/tasting room area is an insignificant percentage of the entire 57.70 acres. (998 sq. ft. = 0.023 acre) However, they are an important aspect to ensure the economic viability of the olive farm; they are the avenue used to expose the olive oil to the retail market.

AG1: Support County Agricultural Production

The Central Coast is becoming recognized as an area that produces very high quality, artisanal, extra virgin olive oils. The California Olive Oil Council, the organization that certifies U.S. olive oil as "extra virgin" and promotes the U.S. olive oil industry, stated

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that the Central Coast is developing a reputation as the area in California that produces the most outstanding olive oil. California is the region that produces olive oil in the U.S. because olives require Mediterranean climate.

The industry recognizes that the miller is a big part of what makes olive oil excellent, or alternatively, the miller can easily ruin the olive oil so that it cannot be certified as extra virgin. If growers cannot get their olives to the mill quickly, the quality of the oil is degraded. It is important to have millers in the area to support this developing industry whose reputation for outstanding olive oil is gaining national and international reputation.

Policy EE 2.3 Develop a diverse county wide tourism industry

The intent of this policy is to develop a diverse, county wide tourist industry that relates to historical, cultural, recreational and agricultural attractions in the County.

The Central Coast is recognized as an area that produces very high quality, artisanal, extra virgin olive oils. The California Olive Council stated that the Central Coast is developing a reputation as the area in California that produces the most outstanding olive oil. Olive producers here, including Kiler Ridge, have received top prizes in international competitions. Kiler Ridge and a few other Central Coast producers were featured in an article about Central Coast olive oil in Sunset Magazine. Kiler Ridge Olive farm was mentioned in an article in national Geographic traveler for where to stop to taste olive oil on the mission trail

May 21, 2016

Planning Commissioners

RE: Condition # 27 – APCD requirement Kiler Ridge Olive Farm, DRC2013-00096

Dear Commissioners,

It is my understanding that the Commissioners requested additional clarification on condition # 27 that addresses dust suppressant for the Kiler Ridge project. APCD's condition states:

For the life of the project and prior to final inspection, for the unpaved access road/driveway, the applicant shall implement one of the following:

- a. Pave and maintain the driveway; OR,
- b. During peak season and for the life of the project, maintain the unpaved driveway with dust suppressant such that the fugitive dust emissions do not exceed the APCD 20% opacity limit for greater than 3 minutes in any 60 minute period or prompt nuisance violations. Also, to improve the dust suppressant's long-term efficiency, the applicant shall also implement and maintain design standards to ensure vehicles that use the on-site unpaved road are physically limited (e.g. speed bumps) to a posted speed limit of 15 mph or less. Peak season for this project is defined as follows: October to January. (condition #27 in staff's report)

This condition is the typical condition placed on projects and can be found on APCD's website under Standard Language File (page 14)

The standard dust suppressant condition was placed on the wineries within the Inner Circle Loop. If the grade of a winery's road exceeds 13%, then Cal- Fire's requirement to pave the road would apply. However, most wineries voluntarily pave their roads because if the grapes are exposed to dust and microbes, it spoils the wine. This occurs because grapes are not washed in the winemaking process. However, this is not the case with olives.

This condition gives the applicant the option to a pave the road OR to apply a dust suppressant. APCD offers a course that teaches applicants/managers how to measure dust emission to ensure that they remain in compliance with the condition.

Cost of Paving

To pave the access road form Kiler Canyon Road to the access gate is \$100,000. Please find attached the estimate from Frederick's Paving.



May 20, 2016

Kiler Ridge Olive Farm c/o Gregg Bone greggbone@kilerridge.com

RE: PAVE ROADWAY - 1111 KILER CANYON ROAD - PASO ROBLES - CA

Dear Mr. Bone,

We propose to furnish all labor, materials and equipment necessary to perform the following described work.

JOB DESCRIPTION

A. A/C PAVE ROADWAY WITH 2 1/2" COMPACTED A/C

- 1. Pre-grade roadway.
- 2. Clean debris out of gutter.
- 3. Water and fine grade all existing base roadway and parking lot (total of approx. 40,000 SF).
- 4. Water and add approx. 100 tons of Class II base to various areas where needed.
- 5. Fine grade, water and roll compact at finish grade.
- 6. Pave roadway with 2 1/2" compacted A/C.
- 7. Backfill complete.

OUR PRICE: \$100,000.00

EXCLUSIONS

- 1. City and/or utility fees and/or permits.
- 2. Survey and/or grade staking, soils tests and/or fees.
- 3. Hydro seeding and/or erosion control.
- 4. Unsuitable and/or unknown sub-soils conditions and/or objects (including utilities, roots, rocks, etc.) that require special attention.
- 5. Any field changes and/or directives required by any jurisdictional agency, engineer, consultant, owner and/or authorized agent thereof.

NOTES

- MFPC will not be responsible for any damage to and/or relocation of any
 unforeseen underground utilities (those that are either not located properly and/or
 unable to be located and/or not visibly marked as such) that are in conflict with
 the installation of any items in the above bid.
- 2. In the event rock is encountered and excavation is unable to proceed with reasonable efforts and MFPC is unable to dig to proper depths and/or if large rocks are encountered for export, it is hereby agreed that this agreement shall be modified to provide payment to MFPC on the basis of time and materials plus 15% for profit and overhead costs.
- In the event excess moisture and/or ground water and/or any unsuitable soils is encountered during earthwork, it is hereby agreed that this agreement shall be modified to provide payment to MFPC on the basis of time and materials plus 15% for profit and overhead costs.
- 4. The base, paving and concrete thicknesses specified in our proposal are commonly used sections for these applications, by the industry, in our area or have been specified in the project documents. If requested or required by the owner an R-Value test can be performed at the time of sub-grade construction, by a licensed soils engineer. The R-Value test is used to determine the stability of the soil under load conditions. The R-Value test along with a traffic index, which is the estimated amount and weight of the vehicular traffic that will be traveling over the new surfaced area, can then be used to more accurately determine the structural section needed. Although not required, MFPC offers this information as an option, if this process is chosen it may add additional costs for soils engineering. MFPC can recommend a licensed soils engineer upon request.
- Owner to provide MFPC legal access to jobsite. In the event access to jobsite is
 possible only through adjacent property, owner shall provide MFPC with written
 permission from adjacent property owner to use adjacent property as access way
 to jobsite.
- 6. MFPC will not be held responsible for damage to any concrete walks, curb and gutter, driveways or driveway approaches, or any other apparatus used as an access way to jobsite when jobsite is accessible by no other means.
- 7. All material guaranteed to be as specified. All work to be completed in workmanlike manner according to standard industry practices.
- 8. Above prices may be subject to change due to material price increases, especially, but not limited to, petroleum-based products, such as plastic pipe, asphalt, diesel fuel, gasoline, etc. These prices are very volatile at this time, therefore, any price increase passed on from our materials suppliers are out of our control and will be handed through to the Owner/General Contractor with appropriate mark-up.
- 9. If above proposal is not accepted within 30 days, price may be subject to change.

If you would like for us to perform the work described above please sign and return this agreement as soon as possible.

- The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment is due and payable upon monthly progress billings for work performed or materials purchased.
- 2. Upon acceptance of this proposal I agree to furnish all project information (including, but not limited to, "project owner", "project address" and "project lender") before start of project.
- 3. A finance charge of 1 ½% per month (18% annual) will be charged on all invoices over 30 days past due.
- 4. In the event suit is necessary to enforce payment of a delinquent account customer is liable for reasonable attorney's fees of creditors.

Accepted:			
	Printed Name		
By:		Date:	
Signature / Titl	e		

Thank you for the opportunity to bid your project. If you have any further questions, please feel free to contact me at the office.

Respectfully submitted,

michael Quederick

Michael Frederick

President

MF/nm

May 22, 2016

Planning Commissioners c/o County Planning and Building Department via email to planning commission secretary

RE: Events/Activities proposed for Kiler Ridge Olive Farm, DRC2013-0096

Dear Commissioners,

We agree with Planning staff that the Temporary Event's Ordinance is applicable to this project. However, the ramifications of a strict adherence to the Temporary Event's Ordinance is that **2** or more people on the site constitute and event.

At the Board of Supervisor's hearing for Pasolivo's permit, the Board did not set policy but discussed that an activity containing 50 people or less is not an event; the minutes from the hearing were presented to you at the March 24th hearing.

We proposed the following modification to condition #1g. This will allow on-site activities that are related to existing milling and orchard operations.

- 1g. Activities that are allowed and not precluded as "Special Events" or "Temporary Events" include:
 - Educational tours and workshops relating to olive farming and olive oil production
 - 2. Olive oil tasting and tours by appointment
 - 3. Facility ownership and management get-togethers (e.g. BBQs, birthday parties)
 - 4. Private gatherings that relate to the promotion of olive oil (such as harvest work-days, industry meetings, club members functions, and farm to table dinners for olive oil club members or personal friends)

Allowed activities will be limited to no more than 49 participants, may be publicized in advance for reservations, but are not open to the public